

ARPA-E Methane Pyrolysis Meeting

Jimmy Kan
January 2020



ANZU
PARTNERS



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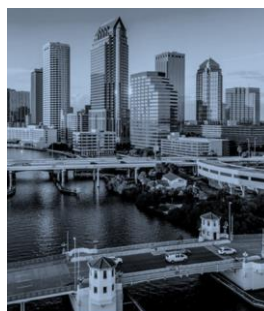
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Anzu Partners invests in breakthrough industrial and life science technologies.

We team with entrepreneurs to develop and commercialize technological innovations by providing capital and deep expertise in business development, market positioning, global connectivity, and operations.

Founded in 2014, Anzu Partners has grown into robust investment platform for industrial and life science technology companies

Presence in Boston, San Diego, San Francisco, Washington DC, Atlanta, and Tampa provide national coverage



Anzu has built a preferred equity business with positions focused on industrial tech and life science

- ✓ ~\$400M Assets Under Management
- ✓ Diversification of asset class with revenue-based investment strategy in 2020
- ✓ Invested in 25+ Portfolio Companies founded by highly technical teams that have developed companies based on breakthrough science & engineering

25+ Portfolio Companies

12+ Investment Professionals

200+ Fund Investors

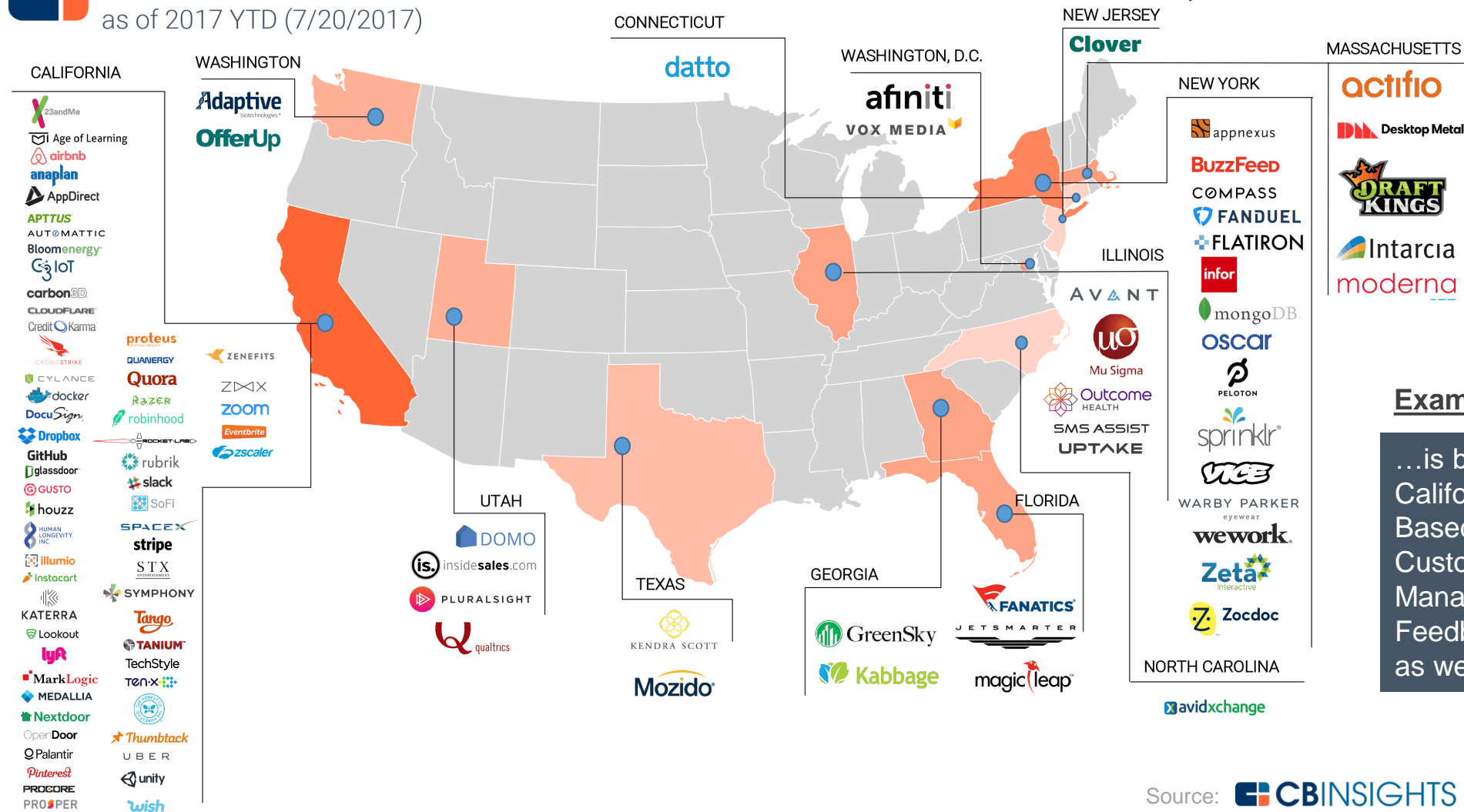
25+ Portfolio Support Staff

Breakthrough technology startups are often lost within the sea of Silicon Valley software and marketplace companies



THE UNITED STATES OF UNICORNS: PRIVATE COMPANIES VALUED AT \$1B+

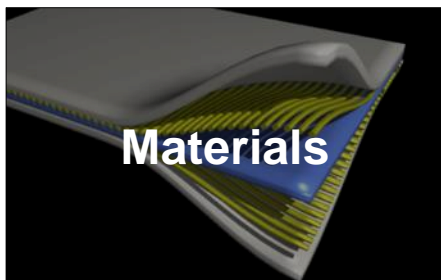
as of 2017 YTD (7/20/2017)



Example company description:

...is based in San Mateo, California, and provides Cloud Based Software-as-a-Service Customer Experience Management and Enterprise Feedback Management software as well as services.

Anzu Partners targets specific massive changes in Industrial Technologies



- Nanomaterials
- High value consumables
- Materials derived from new methods
- ...



- Advanced sensor technologies
- New process control needs
- Life sciences measurement tools
- ...



- Additive manufacturing
- Robotics & advanced tools
- Bioprocess
- ...



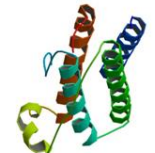
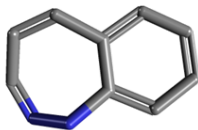
- Advanced simulation
- Artificial intelligence & data analysis
- Quantum and computational chemistry
- ...

Major transformations in key industries create opportunities for new breakthrough technologies that create significant value

From

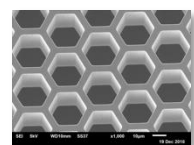
Towards

Small molecule drugs
(e.g. aspirin)



Biologics, cell and gene therapies
(e.g. Humira)

Petri dishes
and animal testing



Microfluidics
and organ-on-chip testing

Gas-powered vehicles



Electric motors and energy storage

Stamping and machining



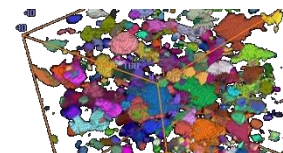
Additive manufacturing / 3D printing

LCD displays and 2D chips



OLED displays
and advanced 3D chips

Physical testing for
materials development



Computer modeling for novel
materials development

Portfolio companies are founded by highly technical teams across diverse geographies in North America, Europe, and Asia

<h2>Hardware</h2>	           
<h2>Software</h2>	   
<h2>Life Sciences</h2>	     
<h2>Materials</h2>	     

Top tier universities and government institutions backed the technology development of Anzu companies

Universities



Government and Non-Profit



Rounds, often led by Anzu, have been joined by strategic co-investors...

Materials



Hardware



Life Sciences



Other



...and top venture capital firms



Anzu looks for companies that have conquered the “science risk” aspect of the breakthrough technology



Science Plateau

Invention discovered &
IP protected

**Risk not easily managed
by investors or
diligence**



Engineering Plateau

Product made or
manufactured beyond
proof-of-concept scale

**Risk subject to project
management, with
impact on time & capital**



Commercial Plateau

Product is accepted by
the market and sold at
scale to customers

**Risk subject to diligence
and commercial
outreach**



Anzu's Platform is Built Around Key Groups of Personnel that Support our Portfolio Companies

Investment Team

- Managing Partners
- Principals
- Senior Associates
- Associates
- Analysts

Business Team

- Finance and Accounting
- Talent Management
- Communications & Marketing
- Intellectual Property
- Technical Services
- Executive Assistance

Affiliated Advisors

- Business Dev. Advisor
- Executive Advisors
- Executives-in-Residence
- Entrepreneur-in-Residence
- Special Advisors
- Venture Partners

Global LP Network

- Business executives from around the globe
- Family offices and high-net-worth individuals
- Major US & international institutions

Outside of traditional board participation & governance, Anzu also provides an entire suite of value added services for our companies

	Finance & Accounting	<ul style="list-style-type: none"> • Monthly accounting • Tax / audit coordination 	<ul style="list-style-type: none"> • Budget planning processes • Grant finance management
	Talent & HR	<ul style="list-style-type: none"> • Targeted recruitment, pipeline building • Comp benchmarking 	<ul style="list-style-type: none"> • Payroll and benefits administration • Compliance training, employee handbooks
	Comms/Marketing	<ul style="list-style-type: none"> • Financing announcements • Digital support (video, web) 	<ul style="list-style-type: none"> • Product launches • PR and media outreach
	IP	<ul style="list-style-type: none"> • Consultation on IP strategy • Support patent drafting 	<ul style="list-style-type: none"> • IP acquisition • Initial review on prior art etc.
	Manufacturing & Ops	<ul style="list-style-type: none"> • Solve computational challenges • Manage supply chain • Reduce cost of goods sold / BOM 	<ul style="list-style-type: none"> • Prototyping, mechanical design, quality mgt • Science & engineering consulting; sourcing of equipment/ tools
	Strategy	<ul style="list-style-type: none"> • Bolt-on acquisitions, post acquisition integration • Fundraising & exit strategies 	<ul style="list-style-type: none"> • Initial partner / customer ID; business case development • Strategic sale negotiations
	Executive Assistance	<ul style="list-style-type: none"> • Scheduling and coordination • Expense filing 	<ul style="list-style-type: none"> • Travel booking • Data entry for sales support

45+ full time employees across all functions dedicated to supporting our companies

Jimmy Kan, Ph.D.
Principal
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